



U.S. Small Business Administration

Santa Ana District Office Newsletter

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Dear Christopher,

Welcome to the 1st issue of the Santa Ana District Office Newsletter!

The purpose of this newsletter is to inform and inspire the more than 600,000 small business owners in our district and the multitude of organizations that support their efforts. It is also a resource for the millions of people aspiring to turn their dream into reality by becoming entrepreneurs.



The Santa Ana District Office is very proud of its accomplishments. Our success is due to the strong relationships we have created and developed with our resource partners such as SCORE, our network of Small Business Development Centers and Women's Business Centers, and approximately 150 lenders that are ready and willing to help you succeed. In fiscal year 2007, our district office guaranteed almost \$891,000,000 through more than 3,300 loans to small businesses in Orange, Riverside, and San Bernardino Counties.

The 8(a) Business Development Program continues to grow and acts as a valuable marketing tool to compete for federal contracts. Participants in our program earned 77 contracts with the Federal Government and were awarded more than \$64,000,000. The work performed not only benefited the Nation, but contributed to local economies as well.

We want to hear from you! Tell us what you would like to see included in our newsletter. The Santa Ana District Office staff is here to help. We're only a phone call away!

Best Wishes,

J. Adalberto Quijada
District Director.

Lender's Roundtable March 13th - Hosted by the Inland Empire Women's Business Center

Lender's Roundtable

The 2nd Quarter Lender's Roundtable takes place Thursday, March 13th from 7:30 a.m. - 10:00 a.m. at the Ontario Convention Center in the City of Ontario!

Program Highlights:

- Economic Update by noted economist John Husing, Ph.D.
- Lending opportunities during the credit crunch
- SBA Brand Promise
- Networking opportunities
- How the IEWBC helps you find new customers by building bankable businesses

[Register online today!](#)

SBA Day & Procurement Fair April 17th - 1:00 pm - 6:00 pm Ontario Convention Center



The Santa Ana District Office will be put on wheels and will set up shop at the Ontario Convention Center in the City of Ontario on Thursday, April 17th from 1:00 p.m. - 6:00 p.m. This SBA event is designed to reach out directly to the communities we serve in a 'user-friendly' format.

Small business owners will have the opportunity to meet with lenders and contracting officers, learn about government contracting opportunities, and meet and make appointments for no-cost one-on-one business counseling, training, and technical assistance from our Resource Partners, Inland Empire Small Business Development Center, Inland Empire Women's Business Center, and SCORE "Counselors to America's Small Business".

Informational workshops will cover:

- Access to Capital
- Business Planning
- Selling to the Government
- Certifications for Federal & non-Federal procurement opportunities

For more information and to register at NO COST, click [here](#)

District Director Quijada honored by IEEP



District Director J. Adalberto Quijada was presented with the Partnership Award by the Inland Empire Economic Partnership at their gala on February 4, 2008 in the City of Ontario at the Ontario Convention Center. The award was in recognition of the long standing partnership between the SBA and the IEEP. The IEEP is the host organization for an SBA-funded Resource Partner, the Inland Empire Small Business Development Center.

Insight & Inspiration: Is Entrepreneurship For You?

In business, there are no guarantees. There is simply no way to eliminate all the risks associated with starting a small business - but you can improve your chances of success with good planning, preparation, and insight. Start by evaluating your strengths and weaknesses as a potential owner and manager of a small business. Carefully consider each of the following questions:

Are you a self-starter? It will be entirely up to you to develop projects, organize your time, and follow through on details.

How well do you plan and organize? Research indicates that poor planning is responsible for most business failures. Good organization of financials, inventory, and schedules can help you avoid many pitfalls.

It's true that there are many reasons not to start your own business. But for the right person, the advantages of business ownership far outweigh the risks.

- You will be your own boss.
- Hard work and long hours directly benefit you, rather than increasing profits for someone else.
- Earning and growth potential are far greater.
- A new venture is as exciting as it is risky.
- Running a business provides endless challenge and opportunities for learning.

For more questions to consider and to read the full article, click [here](#)

Be on the lookout for the March issue coming soon! Until then, feel free to contact our office; we

look forward to assisting you!

Sincerely,

U.S. Small Business Administration
Santa Ana District Office